

Liquor Chronicles

Department of Revenue

Liquor Distribution Team

January 2004

Tito's Handmade Vodka



In 1995, Tito Beveridge set out to create a micro-distilled premium vodka. He bought raw land and recruited friends to help him construct the building that houses the distillery. Tito also designed and built his own 16-gallon still that would eventually produce his first case of Tito's Handmade Vodka in April of 1997.

During the initial phases of his production, the first couple batches didn't quite turn out like he had intended. Yet, he kept trying and with the help of his friends, this time as taste testers, he was finally ready for production.

Labels were created, cases of glass were ordered, and Tito, with a crew of four people, began bottling in the evenings. None of the production is automated; all bottles are filled, capped and labeled by hand. Tito's Handmade Vodka, which is distilled six times, continues to grow strong and they are now looking forward to expanding distribution and continuing to provide a high quality, premium vodka at an affordable price.

Located near Austin Texas, Tito's Handmade Vodka is produced in the first and only legal distillery in Texas.

Source: Joe Herpin- Director of Sales
www.titosvodka.com

Liquor Warehouse Closed For Inventory

The Liquor Warehouse will be closed January 20 through January 23, 2004 to complete the annual inventory. No orders will be processed during this week. The warehouse will resume normal operation on Monday, January 26, 2004. Please take the warehouse closure into consideration when placing your orders the prior week.



Happy New Year!

Martin Luther King, Jr. Holiday

The Martin Luther King, Jr. Holiday is Monday, January 19, 2004. All agency liquor stores must be closed on this day.

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Universal Product Code Change

Recently the Department of Revenue learned about an upcoming change in technology we want to share with you. Universal Product Codes (UPC) are changing from 12 digits to 14 digits.

European and North American trading partners will conform to a standard 14-digit family of data structure or Global Trade Item Number (GTIN) on January 1, 2005.

The change from 12 digits to 14 digits is minimal. Twelve-digit UPC codes are converted to the new GTIN fourteen-digit format by right justifying the 12 digits UPC code in the data field and filling the blank spaces on the left with zeros. The GTIN will also accommodate other data structures now used in the world of trade.

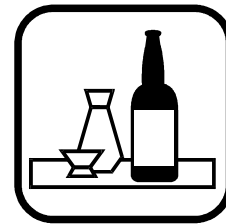
GTIN is the foundation for the European Article Number and Uniform Code Council (EAN.UCC) system for uniquely identifying trade items (products and services) sold, delivered, warehoused and billed throughout the retail and commercial distribution channels. GTIN is an umbrella/superset term used to identify trade items.

- ❖ The GTIN is required in order to be compliant with global product identification standards. Currently there are four forms of GTIN.
 - UCC-12 (Previously known as U.P.C, predominately in North America)
 - EAN/UCC-13 (Previously known as an EAN-13, predominately in Europe/Asia)
 - EAN/UCC-14 (Previously known as a SCC-14)
 - EAN/UCC-8 (Used predominately for food in Europe/Asia)

Article continued

Manufacturers and suppliers currently using one of the four GTIN forms listed need not make any changes to their current process of identifying product or their actual bar code. However, you will change how you store this data in your database.

Don't delay, begin to plan for system changes today. Use a checklist to assist with your planning and conversion efforts, which is available in the 2005 Sunrise brochure. This can be found at www.uc-council.org/2005sunrise or further information at www.uc-council.org. If you have any additional questions, please call Brett or Steve.



Gekkeikan Sake

It has come to our attention that the Gekkeikan Sake (545-97064-75) and the Gekkeikan Light Sake (545-97068-75) are being produced at 15.6% alcohol by volume. As a result of the change, they are now classified as table wines and will not be available through the state liquor warehouse. You will need to purchase these products through various wine distributors throughout the state. Please let us know if you have any questions.

Red Lodge Agency Closed

The agency contract for the liquor store in Red Lodge was terminated and the store was closed November 20, 2003. The Department of Revenue will solicit through the RFP process to select an individual to become an agent of the Red Lodge #27 agency liquor store. Until this process is complete, the store will remain closed.

Product Updates

New Products

- Bogle Port
530-990350-50
12 pack @ \$16.50/bottle
- Cruzan Coconut Rum
320-44471-05
120 pack @ \$0.95/bottle
- Cruzan Pineapple Rum
320-44501-05
120 pack @ \$0.95/bottle
- Highland Mist 3 yr.
102-8046-75
12 pack @ \$9.55/bottle
- Patron Anejo
499-89646-75
12 pack @ \$54.40/bottle

This item is repackable for your convenience. If you are interested in purchasing this product, please use your special order form.



Name Change

- Araka Vodka (Rifle)
255-34070-75

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Pshenychna Vodka (Rifle)
255-34070-75

The price will remain the same at \$16.15 per bottle (12 pack).

Price Changes

- Bruichladdich 15 Year Old Single Malt Scotch
100-4699-75
6 pack @ **\$76.80**/bottle
- Montana Gold Blackberry Brandy
390-55024-37
24 pack @ **\$2.00**/bottle
- Montana Gold Bourbon
151-19898-17
6 pack @ **\$14.25**/bottle
- Montana Gold Scotch
102-9196-75
12 pack @ **\$8.25**/bottle
- Potter's Blend
160-25397-10
12 pack @ **\$7.75**/bottle
- Potter's Crown Canadian
111-14267-10
12 pack @ **\$7.50**/bottle
- Potter's Vodka
280-37477-10
12 pack @ **\$6.50**/bottle

Discontinued Item

- King Eider Vermouth
595-990404-75

